

Message Text

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PAGE 01 SOFIA 00142 221111Z

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ACTION EUR-12

INFO OCT-01 EB-07 ISO-00 RSC-01 /021 W

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R 220845Z JAN 75

FM AMEMBASSY SOFIA

TO SECSTATE WASHDC 9134

USDOC WASHDC

INFO AMEMBASSY VIENNA

UNCLAS SOFIA 0142

E.O. 11652: NA

TAGS: BEXP, BU

SUBJECT: TRADE

PORTUFRY - THERMORESISTANTHBLASSWQKE

COMMERCE FOR BEWT/TDAD/R.STECHSCHUTTE; VIENNA FOR EWTC;
ALSO FOR EUR/EE

(9 FOREIGN TRADE ORGANIZATION (FTO) TECHNIKA HU 43173 53\$
ASSISTANCE IN CONTACTING US FIRMS ON LICENSING ARRANGEMENT
FOR BULGARIAN MANUFACTURE OF THERMORESISTANT GLASSWARE.
WHILE SPECIFICATIONS CALL FOR PRODUCTION BY CETAL OR
ARCOPOL PROCESSES, TECHNIKA INFORMED EMBOFF THESE PROCESSES
PATENTED BY EUROPEAN FIRMS AND ANY SUITABLE
SUBSTITUTE PROCESS ACCEPTABLE. BULGARIAN PRODUCTION RE-
QUIREMENT IS FOR THERMORESISTANT, OPAQUE GLASSWARE FOR
HOUSEHOLD USE.

2. 2. DESIRED LICENSING ARRANGMENT WOULD CALL FOR EQUIP-
MENT, TECHNOLOGY, AND TECHNICAL ASSISTANCE IN FORM OF
TRAINING. YEARLY PRODUCTION PLANNED FOR 3.5-5 THOUSAND
PIECES LARGE PRODUCTS (DEFINED AS WEIGHING 700 GRAMS) AND
5-10 THOUSAND PIECES SMALL PRODUCTS (DEFINED AS
WEIGHING 150 GRAMS). RATIO OF DOMESTIC CONSUMPTION TO
EXPORTS WILL BE 70:30. TECHNIKA PREFERS PAYMENTS TO BE
MADE FROM PRODUCTION BUT IS APPARENTLY PREPARED TO
FINANCE PROJECT IN HARD CURRENCY. THEY HOPE TO CONCLUDE
CONTRACT SOMETIME THIS YEAR. INDIVIDUALS TO CONTACT ARE
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PAGE 02 SOFIA 00142 221111Z

ENGINEERS VLADIMIR ANACHKOV AND VLADIMIR YOSSIFOV, DEPART-

MENT NO. 2, TECHNIKA.

3. EMBASSY WILL POUCH SPECIFICATIONS SEPARATELY. HOWEVER,
SINCE NUMBER OF NON-US WESTERN FIRMS HAVE ALREADY BEEN
CONTACTED, WE HOPE BEWT WILL BE ABLE PROCEED WITH ABOVE
INFORMATION.
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Message Attributes

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Decaption Note:
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Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
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Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
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Drafter: n/a
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